

# **ACES Insurance Collaborative**

## **Meeting Minutes**

**March 7<sup>th</sup>, 2018**

### **By Conference Call**

Attendance by telephone - Directors present: Lisa Jones, Ansonia Board; Tina Tanguay, North Haven Board of Ed.; Tim Howes, ACES; Ed Swinkowski, Town of North Haven; Tom Danehy, ACES. Also present were Chuck Petruccione, Sonia Kaminsky and Mike Cavallo from Brown and Brown, Matt Bowker from Anthem, and Deborah Carson from ACES.

1. Minutes: Motion was made by Tina Tanguay, seconded by Tim Howes to approve the minutes of the February 21, 2018 meeting. The motion passed unanimously.
2. Renewal Rates – Prospective Members for 2018-2021: Mike Cavallo reviewed the following prospects.
  - a. Meriden: Cavallo stated that he had met with the City of Meriden and the Board of Ed. and presented pricing to their broker. It seems they still have a significant advantage with Cigna due to a public sector rebate. Anthem is currently working on updating their discount pricing.
  - b. Derby: Would result in a 24% increase in stop loss pricing for the Collaborative overall. It would be a significant savings for Derby (going from \$173 to \$141 PEPM) but there would be no benefit to the Collaborative since they are already an Anthem client and the administrative fee would not decrease.
  - c. North Branford: Would result in an even larger increase than Derby.
  - d. Branford: Sonia Kaminsky is looking at renewals for the Town and Board of Ed. separately.
  - e. East Haven: They are not interested.
  - f. Monroe: Running very high, would not be beneficial to the Collaborative at this point.
  - g. Hamden: The Collaborative is not able to offer them a savings because of their size and because they are already clients of Anthem.
  - h. Cromwell and Stratford Board of Ed: Kaminsky is currently looking into these groups. They are not Anthem clients.
3. Monthly Billing: Carson stated that monthly billing and payments were up-to-date.
4. Meeting Schedule: Next meeting will be Friday, March 23<sup>rd</sup> at noon.
5. Adjournment: Motion to adjourn was made by Tom Danehy, seconded by Tim Howes. Meeting adjourned at 10:18 AM.